

## Message Text

UNCLASSIFIED

PAGE 01 STOCKH 02345 031142Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
-----031149Z 052598 /53

P R 031041Z JUN 77  
FM AMEMBASSY STOCKHOLM  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 747

UNCLAS STOCKHOLM 2345

E.O. 11652: N/A  
TAGS: BEXP, SW  
SUBJECT: ADS REQUEST: TIME AND FREQUENCY TECHNOLOGY, INC.,  
SANTA CLARA, CA

1. THE FOLLOWING FIRMS HAVE INDICATED A PRELIMINARY INTEREST  
IN THIS OFFER:

GYLLING TELETRANSIC AB  
PEPPARVAGEN 27  
S-123 05 FARSTA, SWEDEN  
CONTACT: MR. ULF THORMAN, MARKETING MANAGER OR  
MR. STURE LEIJONBERG  
TELEPHONE: 08/93 01 20  
TELEX: 171 75 CABLE: TELEGYLLING

2. THIS FIRM WAS ESTABLISHED IN 1975 WHEN IT TOOK OVER THE  
MARKETING OF ELECTRO-MECHANICAL EQUIPMENT AND DEVICES  
OF AN AFFILIATED FIRM, GYLLING TELEDATA AB. BOTH FIRMS  
BELONG TO THE GYLLING GROUP, WHICH IS FINANCIALLY SOUND  
AND HAS A GOOD REPUTATION. HIGHLY RECOMMENDED TRADE  
CONTACT.

3. AMERIKANSKA TELEPRODUKTER AB  
BOX 4084  
S-127 04 SKARHOLMEN, SWEDEN  
TELEPHONE: 08/710 99 50  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 02345 031142Z

TELEX: 13497 CABLE: TELEPRODUCTS

4. THIS IMPORTER/AGENT/DISTRIBUTOR OF ELECTRONIC  
INSTRUMENTS, ANTENNAS, AND SWITCHES HAS AN  
ANNUAL TURNOVER OF APPROXIMATELY SKR 1.5 MILLION.  
IT IS A SUBSIDIARY OF SYSTEMTEKNIK AB, LIDINGO, WHICH  
HAS SHARE CAPITAL OF SKR 310 THOUSAND. THE SUBJECT

FIRM REPRESENTS SEVERAL US MANUFACTURERS INCLUDING FAIRCHILD INDUSTRIAL PRODUCTS AND ADAMS RUSSEL CO. FINANCIALLY SOUND. RECOMMENDED TRADE CONTACT.

5. FERNER ELECTRONICS AB  
BOX 125  
S-161 26 BROMMA, SWEDEN  
CONTACT: MR. JAN HEDMAN, MANAGING DIRECTOR  
TELEPHONE: 08/80 25 40  
TELEX: 10312 CABLE: SCIENTRON

6. THIS FIRM WAS REGISTERED IN MARCH 1977 WITH A SHARE CAPITAL OF SKR 50 THOUSAND. IT IS AN IMPORTER/AGENT/DISTRIBUTOR OF ELECTRONIC COMPONENTS, MEASURING INSTRUMENTS AND TELECOMMUNICATION EQUIPMENT, AND REPRESENTS RCA CORP. IT HAS ASSUMED SOME OF THE AGENCIES OF ERIK FERNER AB, A LARGE WELL-KNOWN FIRM, THAT WENT INTO RECEIVERSHIP LAST FALL. SUBJECT FIRM HAS ADEQUATE FINANCIAL MEANS AT ITS DISPOSAL. OBLIGATIONS HAVE, AS FAR AS IS KNOWN, BEEN DULY FULFILLED. RECOMMENDED TRADE CONTACT.

7. MESSRS. THORMAN, VON DORN, AND HEDMAN WANT TO SCAN THE MARKET MORE THOROUGHLY AND WOULD THEREFORE APPRECIATE MORE INFORMATION AS SOON AS POSSIBLE, ESPECIALLY ABOUT PRICES. THEY ALSO MENTIONED THAT THEY WOULD LIKE AN OPPORTUNITY TO SEE THE EQUIPMENT DEMONSTRATED. IS TFT PLANNING TO PARTICIPATE IN ANY EUROPEAN UNCLASSIFIED

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PAGE 03 STOCKH 02345 031142Z

EXHIBITION IN THE VERY NEAR FUTURE?

8. ZODIAC SVENSKA AB  
SICKLA KANALVAG  
S-104 60 STOCKHOLM, SWEDEN  
CONTACT: MR. HANS ENGLUND  
TELEPHONE: 08/44 07 10  
TELEX: 10167

9. MR. ENGLUND WILL VISIT THE CONSUMER ELECTRONICS EXHIBITION IN CHICAGO JUNE 5-8, AND WOULD LIKE TO GET IN TOUCH WITH SOMEONE FROM TIME AND FREQUENCY TECHNOLOGY, INC. HE WILL BE STAYING AT THE PALMER HOUSE HOTEL.

10. ZODIAC SVENSKA AB IS AN IMPORTER/AGENT/DISTRIBUTOR OF RADIO COMMUNICATION AND INTER-COMMUNICATION SYSTEMS WITH A SHARE CAPITAL OF SKR 250 THOUSAND AND ANNUAL TURNOVER OF

APPROXIMATELY SKR 15 MILLION. THERE ARE 32  
EMPLOYEES. IT REPRESENTS SOME US FIRMS AND HAS  
AFFILIATES ALL OVER EUROPE. THE FIRM IS  
FINANCIALLY SOUND. RECOMMENDED TRADE CONTACT.

11. SOME FIRMS WE CONTACTED HAVE TURNED THE OFFER DOWN.  
THEY CONSIDER THIS ANALYZER TOO LIMITED SINCE IT  
DOES NOT COVER THE SWEDISH FREQUENCY RANGE OF 30 MHZ.  
THEY ALSO BELIEVED THE PRICE WOULD BE TOO HIGH.

APPROVING OFFICER: ECON: CA: TRUMME.  
PERRY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
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